NEW JERSEY CASINO CONTROL COMMISSION

1993 ANNUAL REPORT

"Fulfilling the Promise"

BEST AVAILABLE COPY

GOVERNOR
JAMES J. FLORIO

GOVERNOR
CHRISTINE TODD WHITMAN

The 1993 Annual Report of the New Jersey Casino Control Commission is submitted to the Governor and to the members of the New Jersey Legislature

Casino Control Commission 1993
from left: Leanna Brown, Steven P. Perskie, James R. Hurley, Jeannine F. LaRue

CHAIRMAN'S REPORT

Steven P. Perskie

"... I have promises to keep, and miles to go before I sleep."
Robert Frost

We at the New Jersey Casino Control Commission do not have an easy time of it when it comes to selecting momentous years in our history.

We have only 16 to choose among. And each of those years can claim its own significance. For example, 1977 will always be the year in which the Casino Control Act was signed into law and the Casino Control Commission was formed. Also, 1984 will forever be recalled as the year in which the state government took a giant step toward rebuilding Atlantic City when it created the Casino Reinvestment Development Authority. And who can forget 1990 as the year in which the state and Atlantic City formed a partnership to begin a long-term investment of public-sector financing in the city's future?

How then do we have the effrontery to declare one year — 1993 — as "Fulfilling the Promise?" We do so because 1993 was the year in which it all began to come together.

It has long been obvious that New Jersey and Atlantic City could talk a good game. We could speak of grand plans and unveil bold architectural drawings. But while our architectural drawings could rival those of any city in the world, drawings don't create jobs. Visions are wonderful, but visions are worthless without commitments from those who will build the reality.

Those commitments came in 1993, a year of both literal and metaphorical groundbreakings. Ground was broken at the site where a new convention center will rise. And the casino industry broke new ground when it made a commitment to that convention center by pledging the construction of more hotel rooms.

The Casino Control Commission worked hard to fulfill some promises of its own in 1993.

The New Jersey Legislature, in recent years, has demonstrated a growing confidence in the Commission by granting us authority to make decisions that had been previously been the province of lawmakers. For example, the Commission now has the authority to approve new games, regulate gaming hours and determine the percentage of casino floor space that can be devoted to slot machines and slot support areas.

The Commission accepted that trust with a promise to the Legislature that we would act deliberately yet prudently in carrying out these increased responsibilities, and we would do so with increased efficiency while utilizing fewer resources.

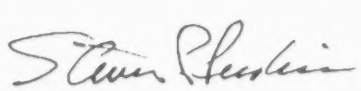
As this report details, we are keeping that promise.

The New Jersey Casino Control Commission can boast of an incredible richness of inven-

tiveness, energy and experience among our staff members. These talented people are the authors of our success story, a story that has been unfolding for more than 15 years. It is a story of a commitment to unyielding principles, and it is a story of discovery. We remain committed to preserving the integrity of Atlantic City's casino industry, and we constantly search for new ways to do our job better.

How do we do it? How do we fulfill our part of the promise? As our official slogan emphasizes: "In the race for quality, there is no finish line."

Or we can refer to words that are a bit more time-honored, a poem by Robert Frost. The poet laureate's 1923 work, "Stopping by Woods on a Snowy Evening," captures our sense of commitment to a goal: "The woods are lovely, dark and deep. But I have promises to keep, and miles to go before I sleep."



COMMISSION CHANGES

Frank J. "Pat" Dodd

Charles Irwin

An era ended on December 4 when Frank J. "Pat" Dodd ended his term as Commissioner. Dodd had been appointed in 1989 by Gov. Thomas Kean. A former state Senate president and former chairman of the Hazardous Waste Siting Commission, Dodd played a leading role during his tenure in Atlantic City as a booster for many community events.

The Press of Atlantic City wrote, in a Nov. 23 editorial: "He expanded the role of casino Commissioner by playing an active part in improving Atlantic City outside of the 12 gaming halls. He spearheaded the Harborfest festival at Gardner's Basin. He worked behind the scenes to make Atlantic City more attractive and more fun. ...Casino Control Commissioners come and go. But we suspect there will not be another one quite like Pat Dodd."

Charles Irwin also left the Commission in 1993 to return to the private practice of law. Irwin, a former state Assemblyman and member of the Casino Reinvestment Development Authority, had been appointed by Gov. Jim Florio in 1991 to fill the unexpired term of former Commissioner Valerie Armstrong.

Here are excerpts from Commissioner Irwin's March 18, 1993 letter of resignation, addressed to Gov. Florio: "You should be proud of the people who work for the Commission. I had never before worked with such a group of talented, energetic and focused professionals--in the public or the private sectors. Working with the Commission staff, along with Chairman Perskie and my fellow Commissioners, was the greatest privilege of all, and one of many that I shall miss."

Commissioner Irwin's unexpired term was filled by Leanna Brown of Chatham, who was, at the time of her appointment, a member of the state Senate representing portions of Morris, Essex and Passaic Counties.

As soon as she took office, Commissioner Brown demonstrated that she would also bring her own talents, energies and business experience to the agency. "I'm excited because Atlantic City is where the action is," she said. "I'm very impressed with how user-friendly the Commission is. Everyone is professional, knows his or her job and responds accordingly."

Commissioner Brown's background includes more than 12 years as a member of the New Jersey Legislature and eight years as a freeholder in Morris County. She also served on the Chatham Borough Council, was the host of her own cable television program, and is a Magna Cum Laude graduate of Smith College.

ADMINISTRATIVE CHANGES

"in the race for quality, there is no finish line".

An effective regulatory agency must recognize the difference between what should always change and what should never change. The gaming industry and the gaming environment are always evolving and shifting. Technology is always improving. And our regulations should always be re-examined to ensure that they reflect those shifts.

But other aspects of regulation are like the north star. They are always in the same place, always shine a bright light and they are always there to steer by.

Thomas Jefferson's ideal was "a wise and frugal government, which shall restrain men from injuring one another, which shall leave them otherwise free to regulate their own pursuits of industry and improvement, and shall not take from the mouth of labor the bread it has earned. This is the sum of good government."

That is an 18th century vision that will help steer the Casino Control Commission into the 21st century.

In 1993, the Commission operated under a no-growth budget. Our budget of $23,075,000 has remained constant for three consecutive fiscal years, and is as small or smaller than any Commission budget since 1987.

A no-growth budget does not translate into no activity. The Commission staff was busy in 1993 improving and streamlining operations even further. The table of organization was trimmed and flattened into three operating divisions.

In June, the Administration Division was restructured into the Office of Administrative Services. Under this structure, a team of managers runs the agency's administrative operations and reports directly to the Commission's chief of staff.

The Commission is continuously striving for improvement under the umbrella of our "Total Quality Leadership" program.

TQL is the Commission's version of "Total Quality Management," a philosophy that stresses employee involvement in the decision-making process and the formation of quality teams to help form and carry out administrative policies.

TQL is already producing results. In 1993, the Principal Inspectors Management Team and the License Division Review Committee both produced extensive analyses of the functions of their units, and offered far-reaching suggestions as to how to improve some of the agency's more visible and sensitive operations.

The report from the Principal Inspectors Management Team includes input from the entire Inspection Unit, which comprises

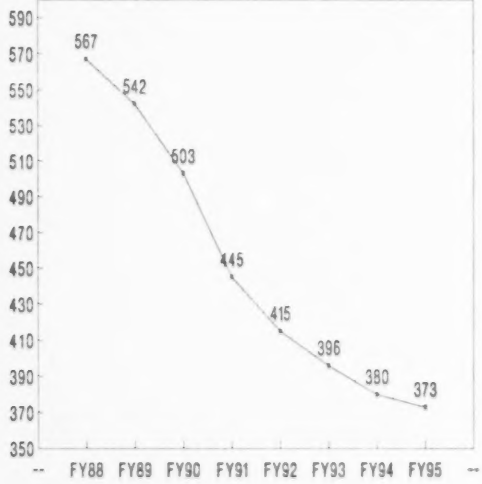
about half the Commission's workforce. The report suggests new ways to take advantate of the wealth of talent and experience within the Inspection Unit, including shifting more responsibilities to inspectors in granting certain on-site approvals.

The License Division Review Committee report also offers the Commission new ways to do our job better. Both reports have been approved by the agency's Management Team, and the Commission plans to begin implementing these suggestions in 1994.

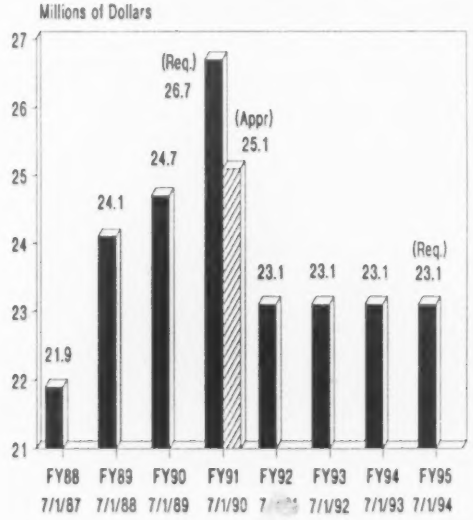
In conjunction with its commitment to continually improve the quality of its operations, the Commission initiated its first strategic business planning process during the fourth quarter of 1993. The process is now being guided by a specially-appointed steering council comprised of 12 representatives from the Management Team, Senior Staff and Principal Inspectors Management Team.

It is expected that by the spring of 1994, the Commission will have its first multi-year business plan that formally addresses the agency's long-term critical issues, strategies and goals, and specific operational objectives. The comprehensive business plan will reflect diverse input from the agency's key external and internal stakeholders as well as an in-depth analysis of organizational performance.

Casino Control Commission
Full-Time Employees



CCC Budget Appropriations
FY88 - FY95



NEW GAMES, NEW OPPORTUNITIES

The Legislature entrusted the Casino Control Commission with some new and critical responsibilities in recent years, including the responsibility of testing and approving new games to be offered in Atlantic City casinos.

The Commission promised the Legislature that it would act carefully and deliberately in carrying out that important responsibility. The Operations Unit within the Compliance Division worked hard in 1993 to help us keep that promise.

Poker: First new game in '93

Poker was the first new game approved by the Commission in 1993 under this new authority. The Operations Unit in the Compliance Division led the effort to research the game, garner input from all interested parties including the Division of Gaming Enforcement and the casino industry, and write the regulation.

Poker is different from other table games in Atlantic City in that players compete against each other, not the casino. It is also a game in which players hold the cards. The Commission staff wrote regulations that meet these challenges, and we continue to monitor the game carefully.

Keno Approved

Keno was the second new game approved in 1993. It will begin a test period in 1994. Our staff similarly invested a lot of time researching the game to make sure that the interests of the gaming public, the casino industry and the state have been met. Keno is a popular game in other jurisdictions, and is expected to be a success with the gaming public in New Jersey.

There are some significant differences between the way keno is played in Atlantic City and in casinos in Nevada, Connecticut and elsewhere. Although the winning keno numbers can be posted electronically throughout casino hotels, there are no keno runners in Atlantic City. The Commission determined that the best way to ensure adequate monitoring of the game would be to require that all wagering be done on the casino floor or in simulcast rooms, as is our policy with all other approved games.

Also, our regulations give licensees flexibility in determining payoffs, but limit the house advantage to 30 percent. Other jurisdictions provide a house edge as high as 38 percent.

Simulcasting: Off and Running

New games like keno and poker are designed to dovetail with the simulcasting of horse races into casinos. Simulcasting also began in 1993, and by the end of the year five casinos had opened simulcast rooms.

The rooms are designed to offer more than an opportunity to bet on horse races. Licensees can use their simulcast parlors to offer any approved table games. No slot machines are allowed in simulcast rooms. Although table game revenues have generally been declining in recent years, the expanded offering of new games and the use of simulcast rooms will help stem, or perhaps reverse, that decline.

Change Begets Change

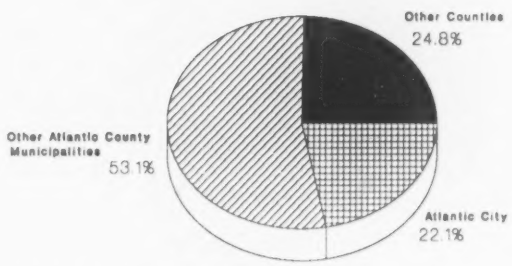
A rapidly changing gaming environment means the Casino Control Commission must change as well, to make sure we

remain responsive and effective. The Commission promulgated more than 400 regulatory changes in fiscal year 1993. A work load like that could not be handled without a system to ensure that regulations are completed when they are needed. The Commission's Regulatory Review Committee, comprised of staff members from various divisions, tracks all proposed regulations, assigns them to staff, schedules completion dates -- and monitors their progress.

The gaming environment, as it evolves, is becoming more complex. The Division of Financial Evaluation worked with the General Counsel's Office on 12 restructurings or recapitalizations during 1993. At some point during the year, 11 of the 12 casino licensees proposed intricate and complex financial transactions that required Commission approval.

The attorneys and the financial staff received high marks from the Commission -- and from the licensees -- for their thorough, accurate and timely work.

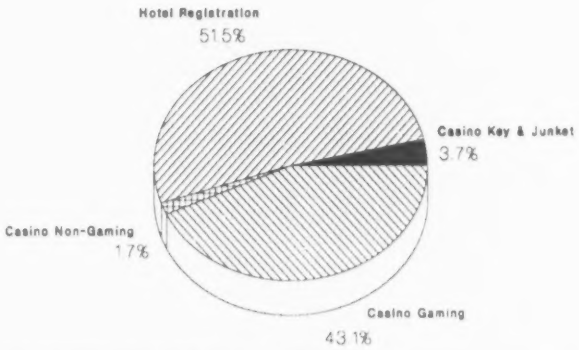
Individuals Employed in Casino Hotels
By Location 1993



Source: Casino Control Commission as of January 1, 1994

Figures represent total number of individuals employed in the casino hotel industry who live in the specified locations.

Individuals Employed in Casino Hotels
By License Category 1993



Figures represent total number of individuals employed in the casino hotel industry who live in the specified locations.

Source: Casino Control Commission as of January 1, 1994

COMMUNITY DEVELOPMENT

"Working together to develop a first class community" is the theme, the driving force in the revitalization of Atlantic City. Atlantic City casinos joined forces in 1993 with state and local officials to follow through with several community development initiatives.

Through the combined efforts of state and local government a $265 million convention center is now under construction at the base of the Atlantic City Expressway. The convention center project is a major step in the plan to rebuild the city's infrastructure and diversify the local economy. The project will be completed in 1996.

In May, the state established a $2 casino parking fee at Atlantic City casinos. This fee is expected to generate $16 million a year which will be used by the Casino Reinvestment Development Authority to fund the cost of borrowing up to $150 million. The $2 fee, which generated $1.55 million in revenue in its first month, is earmarked for the development of the Atlantic City gateway corridor. CRDA officials selected the Rouse Company of Columbia, Maryland to serve as the lead developer for the corridor project.

The Legislature also established a $100 million fund to help finance the construction of additional hotel rooms. Casinos are now able to receive CRDA credit for building new hotel rooms and/or for renovating existing hotel rooms. Nine casinos have filed applications seeking CRDA funds for their projects. The number of hotel rooms available for conventions and trade shows will substantially increase.

Local officials, through the efforts of the Special Improvement District, made improving the city's image a major priority in 1993. With a $750,000 start up budget and an additional $3 million from CRDA, SID was able to make much-needed improvements. Information gazebos were placed in several locations along the Boardwalk to provide tourist assistance. A courtesy patron unit was created to assist tourists and police officers.

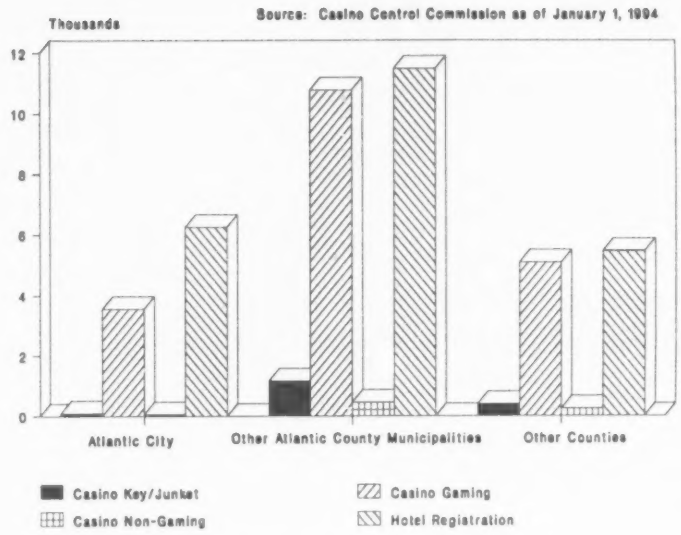
During the year local residents were hired to staff SID's street cleaning projects. Decorative banners were installed on light posts along the Boardwalk, city parks were landscaped, and trash receptacles were placed along city streets. This is just the beginning of an aggressive strategy to improve the city's image.

Atlantic City casinos are working hard to meet the challenges presented by an expanding national gaming market. Casino gambling is making a steady climb nationwide. There are presently 60 publicly held gaming companies in the United States. In 1992, there were only 20. There are currently more than 50 Native American tribes operating gaming casinos in the United States, with 80 additional tribes negotiating compacts for casino gaming with their state governments.

The Atlantic City community has heard the wake-up call. With a new convention center under construction, new hotel rooms proposed, road construction nearing completion, and with the airport expansion, the city is working to keep a competitive edge in a tough new marketplace.

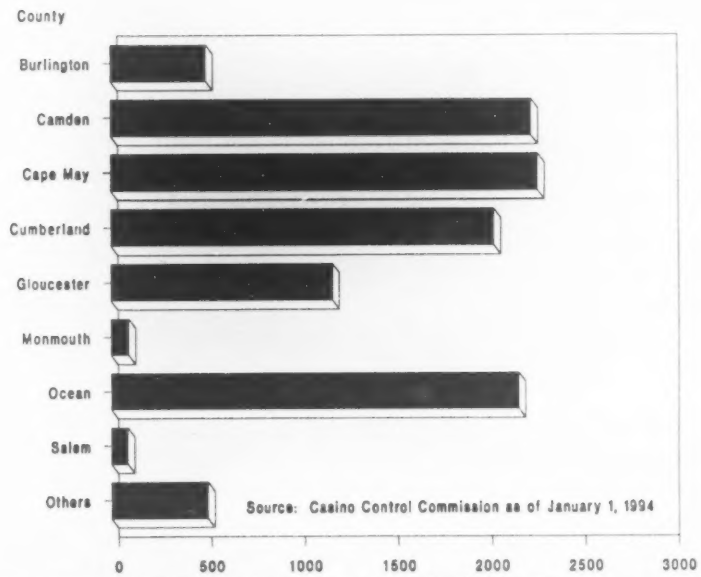
Atlantic City is fast becoming a destination resort for visitors who will arrive to stay for a few days instead of a few hours. Casino operators, state and local officials are moving forward together in a joint venture to develop a first class resort community.

Residence of Casino Hotel Employees
1993



Figures represent total number of individuals employed in the casino hotel industry who live in the specified locations.

Individuals Employed in Casino Hotels
Residing Outside Atlantic County - 1993



Figures represent total number of individuals employed in the casino hotel industry who live in the specified locations.

CASINO REVENUE FUND

The state spent $280.9 million during fiscal year 1993 through the Casino Revenue Fund on programs for senior citizens and disabled persons. The Fund earned only $258 million during the year, plus an additional $1.7 million in interest earnings. The difference came from the accumulated surplus in the Casino Revenue Fund and transfers from other funds.

The fund's revenues are generated by an 8 percent tax on the "win" or gross revenues from Atlantic City's operating casinos. The "win" is the amount the casinos retain after all bets have been paid but before any operating or other expenses have been deducted.

Although casino revenues, and consequently the Casino Revenue Fund, continue to grow, expenditures from the Casino Revenue Fund continue to grow at a much faster pace than revenue.

The following programs are funded by the casino revenue tax: utility payments, pharmaceutical assistance, transportation aid, real estate property tax reimbursements, boarding home assistance, senior citizen housing, home-delivered meals, community health services, epidemiology and disease control and other social supervision programs for the benefit of New Jersey's senior citizens and disabled.

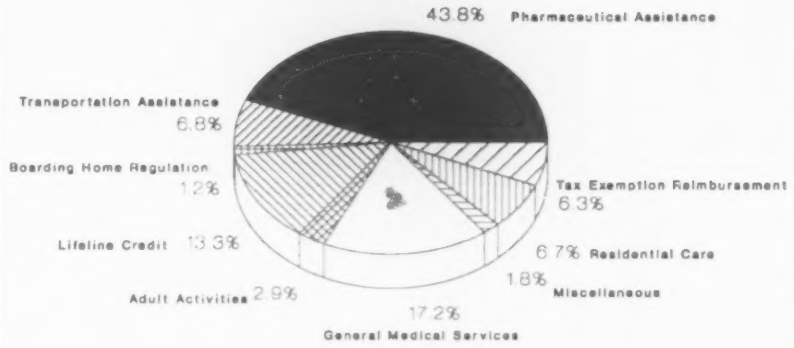
The 8 percent tax is deposited in an interest-bearing account with the Department of the Treasury, which administers the fund. The cost of administering the Casino Revenue Fund is underwritten by the fund itself.

The Casino Revenue Fund is not used to pay any of the cost of regulating the casino industry. Those costs are borne by the casino industry through licensing fees, taxes and assessments.

The Casino Revenue Fund is augmented by fines that the commission levies against casino licensees. Part of those fines are allocated to the Department of Health to help fund the New Jersey Council on Compulsive Gambling.

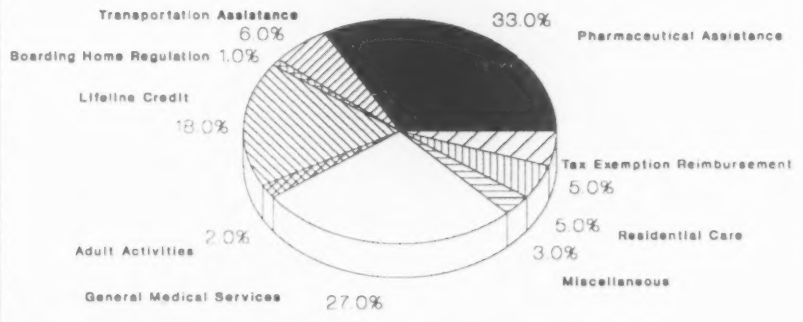
In fiscal 1993, the Commission collected $585,383.75 in fines. The first $500,000 was posted to the Council on Compulsive Gambling. The rest was deposited into the Casino Revenue Fund.

CASINO REVENUE FUND DISBURSEMENTS
July 1, 1992 through June 30, 1993



Total Expenditures $280.9 million

CASINO REVENUE FUND DISBURSEMENTS
July 1, 1991 through June 30, 1992



Total Expenditures $368.3 million

NEW AFFIRMATIVE ACTION REGULATION

Of all the promises ever made regarding casino gaming in Atlantic City, none could be more important than the promises made to minority business people in 1981. The casino industry then promised to purchase more goods and services from minority entrepreneurs. The Casino Control Commission promised to assist.

In 1993, the Commission took a giant step toward helping the industry meet that pledge by adopting a comprehensive regulation designed to ensure that minority- and women-owned businesses get their fair share of the economic opportunities in Atlantic City.

As the Commission was about to adopt the historic regulation, Commissioner Jeannine LaRue said: "The vote we are about to take may prove to be one of the most crucial and memorable votes that we, as Commissioners, ever have the privilege of casting.

"I don't say that because this proposal is controversial. It isn't. I don't say that because this is a difficult vote. It shouldn't be difficult at all. I say that because this vote will have a lasting and positive effect on the lives of many people. Most of them are people we will never meet. We don't know their names, and we will likely never know their names. But we made a promise to them nonetheless.

"We on this Commission, along with those who came before us, made a promise that they would share in the prosperity of casino gaming in Atlantic City. They are the minority and women entrepreneurs who have been waiting a long time for that promise to be fulfilled. And this Commission and its staff have been working a long time to keep that promise.

"We have worked with the casino industry, with the minority community and with the Division of Gaming Enforcement to keep that promise. This regulation, if it works as expected, will help to accomplish that small miracle.

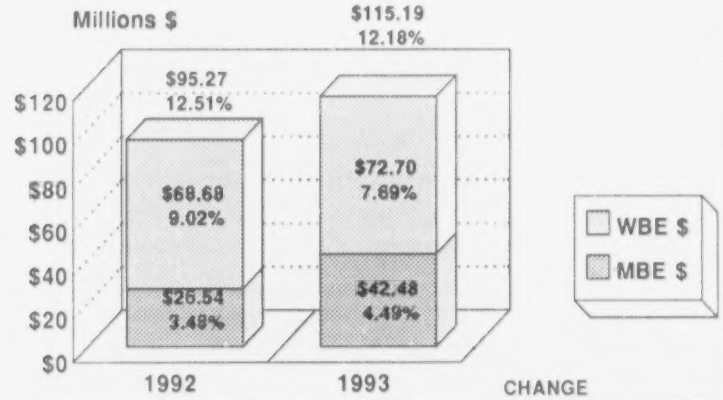
"This regulation encourages our casino licensees to be creative and energetic, to find new ways to reach out to struggling minority and female businesses. I'm confident that it will work as expected. I say that because every interested party has had a seat at the table and has had the opportunity to contribute to the authorship of this regulation. They now own a piece of that process, and have signed on to that goal."

The Wall Street Journal, in an article about the regulation, noted that its significant provisions include a plan that would offer casino licensees some options. They could either meet the numerical goals as outlined in the statute and regulations, or develop Equal Employment/Business Opportunity Plans in areas where they have not met the numerical thresholds.

The Commission will encourage

licensees to develop EEBOPs that will be both creative and that have a long-term perspective. Casinos can create new ways to help smaller, struggling, undercapitalized MBEs and WBEs gain a foothold. Casinos, for example, can lend expertise, office space or capital. They could concentrate on helping a few small firms to grow, and they can help MBEs and WBEs who are seeking niches in specific industries. The potential impact of that regulation is limited only by the casino industry's level of imagination and energy.

MINORITY & WOMEN BUSINESS ACTIVITY 1992 VS. 1993



NET DISB. $	$761.416		$945.81		$184.394	24.21%
COMBINED $	$95.226	12.51%	$115.187	12.18%	$19.961	20.96%
WBE $	$68.684	9.02%	$72.703	7.69%	$4.019	5.85%
MBE $	$26.542	3.49%	$42.482	4.49%	$15.940	60.06%

CASINO INDUSTRY MWBE 1992 VS. 1993

COMMISSION AA/EE0 POLICY

In 1993, The Casino Control Commission continued to focus on achieving compliance goals for females and minorities and expanding its staff education initiative.

The Standard for Determining Under-representation for state government is 45.9 percent for females, 24.8 percent for minorities, and 9.9 percent for persons with disabilities. With a workforce decrease from 385 to 373, the agency's workforce was 52 percent female, 27 percent minority, and 6 percent persons with disabilities.

During 1993, 22 females and 14 minorities were promoted. It should be noted that 1993 marked the first time in which two of the five Commission members were female.

The Commission continued its commitment to educate and sensitize staff through various programs: partial funding and/or mentor programs for academic study; development of training programs to expand opportunities for clerical staff; and a series of activities focused on cultural diversity issues.

Agency managers attended a one-day retreat to enhance sensitivities to the importance of ethnicity and race in the workplace. In addition to the annual Black History Month and Women's History Month programs, staff expanded the agenda to include Latino cultures and presented a multi-ethnic program to highlight other cultures.

In compliance with the 1990 Americans with Disabilities Act, the Commission took action to eliminate barriers to its physical plant.

We also broadened our scope by creating a summer intern program for the disabled. The program commenced with a sensitivity in-service seminar and demonstration of the latest technological advances in the development of equipment to assist the disabled in the workplace. Again, Commission staff exhibited care and concern when many volunteered to provide assistance for the intern.

The past year also noted staff initiatives to provide support and expand opportunities (both in training and employment). With representation from all sectors of the agency, support groups were formed: the Network, which addressed a wide-range of issues with particular emphasis on the implications of gender in the workforce; and the Committee for Upward Mobility and Change (CUMC), also a support group with a focus on ethnic and racial concerns and staff preparation to qualify for upward mobility.

The Commission continued its commitment to community involvement. Nearly every program sponsored by the agency included local school children who were encouraged to participate

through essay contests, games, and other artistic genre. Children received awards in the form of savings bonds, certificates, and gift packages, all financed by donations from Commission staff.

Casino Control Commission Volume of Contracts Issued in FY 1993

	Contracts Issued	Percent of Total	Dollar Volume of Contracts	Percent of Total
Total Contracts Issued by the CCC FY 1993	464	100.0%	$873,792.63	100.0%
Contracts Issued to Non-SBE, WBE & MBE	179	38.6%	$521,638.09	59.6%
Contracts Issued to SBEs	130	28.0%	$120,157.80	13.8%
Contracts Issued to *SBEs Pending Application Approval	57	12.2%	$55,002.34	6.3%
Contracts Issued to WBEs//MBE's	98	21.2%	$177,419.40	20.3%
Total Set-Aside Activity	285	61.4%	$352,154.54	40.4%

*Application for SBE, MBE or WBE status pending approval by the NJ Department of Commerce and Economic Development

Statistics

CASINO INDUSTRY FACILITIES

AS OF DECEMBER 1993 AND 1992

	Bally's Grand		Bally's Park Place		Caesars		Claridge		Harrah's Marina		Resorts	
	1993	1992	1993	1992	1993	1992	1993	1992	1993	1992	1993	1992
Table Games:												
Blackjack	50	53	58	60	73	54	44	44	50	60	50	56
Craps	14	14	14	14	16	16	10	10	11	14	13	12
Roulette	10	10	12	12	13	11	6	6	12	14	10	9
Big Six	3	3	3	3	2	2	1	1	1	1	1	2
Baccarat	2	1	2	2	3	3	1	0	1	1	2	2
Minibaccarat	3	3	2	2	2	3	1	3	2	1	2	2
Red Dog	1	2	1	1	0	0	1	1	0	1	0	1
Sic Bo	1	1	1	1	2	2	1	1	1	1	1	1
Pai Gow Poker (a)	3	2	2	2	3	4	2	1	2	4	2	2
Pokette (b)	0	0	0	0	0	0	0	0	0	0	0	0
Poker (c)	0	0	20	0	9	0	0	0	9	0	25	0
Total Table Games	87	89	115	97	123	95	67	67	89	97	106	87
Slot Machines:												
.05 slot machines	0	33	50	75	0	0	65	68	0	0	0	34
.25 slot machines	783	818	1,199	1,084	1,071	957	1,026	946	1,046	1,105	1,123	1,060
.50 slot machines	272	261	288	302	320	174	85	79	267	284	355	265
$1 slot machines	331	279	393	357	553	545	178	225	485	467	379	331
$5 slot machines	80	49	65	65	77	84	13	13	79	61	49	42
$25 slot machines	9	7	10	10	12	17	1	1	5	2	8	5
$100 slot machines	2	2	4	4	10	13	0	0	3	2	2	1
Other slot machines (e)	0	0	0	0	30	15	0	0	6	0	0	0
Total Slot Machines	1,477	1,449	2,009	1,897	2,073	1,805	1,368	1,332	1,891	1,921	1,916	1,738
Casino Sq. Footage	46,118	45,442	68,130	64,435	60,000	60,000	43,579	43,579	63,970	61,183	60,000	60,000
Simulcast sq. footage (e)	0	0	0	0	14,040	0	0	0	0	0	8,058	0
Number of Hotel Rooms	518	518	1,255	1,269	641	641	501	501	760	760	669	669
Number of Parking Spaces (i)	1,715	1,723	2,129	2,374	2,544	2,909	1,121	1,292	2,452	2,678	1,475	1,431
Fixed Asset Investment ($ in Millions) (f)	$338.9	$311.8	$750.9	$741.8	$428.7	$411.3	$14.4(g)	$13.6(g)	$374.8	$364.9	$199.1	$178.1
Number of Employees	3,328	3,003	4,034	3,868	3,515	3,479	2,285	2,373	3,261	3,458	3,048	3,893

(a) Pai Gow Poker was introduced on May 12, 1992
(b) Pokette was introduced on June 25, 1992
(c) Poker was introduced on June 25, 1993
(d) Includes all other slot machines
(e) Simulcasting was introduced on May 28, 1993
(f) Represents property and equipment before accumulated depreciation as reported by each casino licensee

Sands		Showboat		TropWorld		Trump Castle		Trump Plaza		Trump Taj Mahal		Industry Totals	
1993	1992	1993	1992	1993	1992	1993	1992	1993	1992	1993	1992	1993	1992
58	47	56	41	50	66	44	51	53	61	102	98	688	691
12	14	14	12	14	16	14	16	10	9	17	22	159	169
10	13	11	9	14	15	12	11	12	13	21	18	143	141
1	1	2	1	1	2	1	2	2	2	4	6	22	26
6	4	2	2	2	3	4	4	3	2	4	5	32	29
3	2	2	2	2	2	3	3	4	4	5	2	31	29
0	1	2	1	1	1	0	1	0	0	1	2	7	12
1	1	1	0	1	1	1	1	1	2	2	1	14	13
2	2	2	2	4	4	2	2	1	4	7	4	32	33
0	0	0	0	0	1	0	0	0	0	0	0	0	1
20	0	6	0	0	0	13	0	0	0	58	0	160	0
113	85	98	70	89	111	94	91	86	97	221	158	1,288	1,144
0	0	98	94	0	0	87	74	80	48	155	156	535	582
918	898	1,738	1,451	1,365	1,387	1,287	1,094	1,027	999	1,979	1,811	14,562	13,610
291	265	180	183	398	354	266	232	244	239	320	312	3,286	2,950
344	319	322	285	713	684	403	352	399	409	618	544	5,118	4,797
64	62	35	20	163	89	46	42	68	56	78	79	817	662
7	6	4	3	17	10	5	5	6	6	5	5	89	77
3	3	2	2	9	4	2	2	4	4	3	3	44	40
0	0	0	0	66	32	2	2	6	7	0	0	110	56
1,627	1,553	2,379	2,038	2,731	2,560	2,098	1,803	1,834	1,768	3,158	2,910	24,561	22,774
49,818	49,789	64,766	59,858	90,774	90,774	70,000	62,595	60,000	60,000	120,000	120,000	797,155	777,655
9,982	0	14,949	0	0	0	0	0	0	0	10,110	0	57,139	0
534	534	516	516	1,020	1,021	725	725	557	557	1,250	1,250	8,946	8,961
1,300	2,081	2,534	2,534	3,557	3,342	2,917	2,816	2,508	2,773	6,572	4,320	30,824	30,273
$314.7	$303.8	$359.6	$298.7	$594.6	$325.4(h)	$493.5	$483.1	$415.6	$409.7	$863.3	$846.6	$5,148.1	$4,688.8
3,376	3,278	3,671	3,671	4,183	4,440	3,712	3,081	3,599	3,705	6,099	5,991	44,111	44,240

(g) Fixed asset investment for the Claridge at December 31, 1993 and 1992 primarily represents gaming equipment because the Claridge leases its hotel property and non-gaming equipment

(h) Fixed asset investment for TropWorld at December 31, 1992 and 1991 does not include the original building and certain non-gaming assets because Adamar of New Jersey, inc. was leasing these assets in 1992

(i) Sands' decrease is attributable to its addition of simulcasting, which used portions of the parking area. Taj Mahal's increase is primarily due to the inclusion of valet parking spaces in 1993. The remaining changes are primarily attributable to changes in the number of reserved spaces.

THE NEW JERSEY CASINO INDUSTRY
GROSS REVENUE AND RELATED TAX
FOR THE YEARS ENDED DECEMBER 31, 1993 AND 1992

($ in Thousands)

Casino Hotel	Casino Win	Daily Average Casino Win	Adjustment for Uncollectibles	Gross Revenue	Tax
Bally's Grand					
1993	217,568	596	1,147	216,421	17,314
1992	199,774	546	147	199,627	15,970
Bally's Park Place					
1993	298,179	817	211	297,968	23,837
1992	280,535	766	653	279,882	22,391
Caesars					
1993	316,418	867	1,577	314,841	25,187
1992	332,495	908	2,684	329,812	26,385
Claridge					
1993	154,615	424	115	154,500	12,360
1992	146,358	400	484	145,873	11,670
Harrah's Marina					
1993	285,232	781	1,478	283,754	22,700
1992	287,494	786	1,521	285,973	22,878
Resorts					
1993	245,276	672	901	244,375	19,550
1992	235,515	643	1,334	234,181	18,734
Sands					
1993	245,004	671	3,588	241,416	19,313
1992	245,230	670	2,962	242,268	19,381
Showboat					
1993	270,208	740	1,098	269,110	21,529
1992	257,703	704	1,162	256,541	20,523
TropWorld					
1993	310,218	850	481	309,737	24,779
1992	310,199	848	459	309,740	22,819
Trump Castle					
1993	246,384	675	696	245,688	19,655
1992	240,354	657	2,030	238,325	19,066
Trump Plaza					
1993	266,808	675	696	245,688	19,655
1992	264,251	722	4,933	259,318	20,745
Trump Taj Mahal					
1993	445,456	1,220	3,269	442,187	35,375
1992	416,060	1,137	6,041	410,019	32,802

Casino Win Percentage by Game

Slot Machine Win Analysis
1993 and 1992

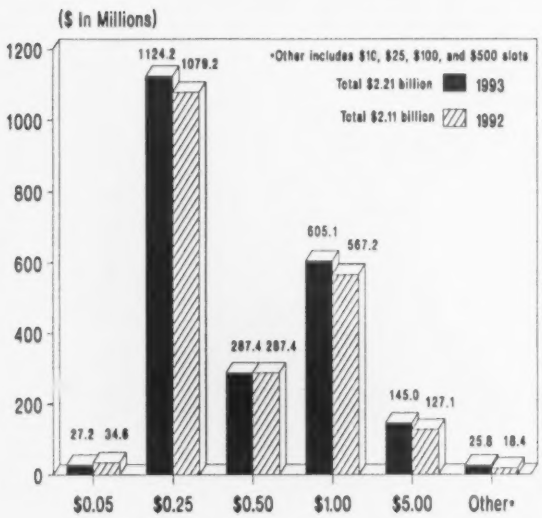
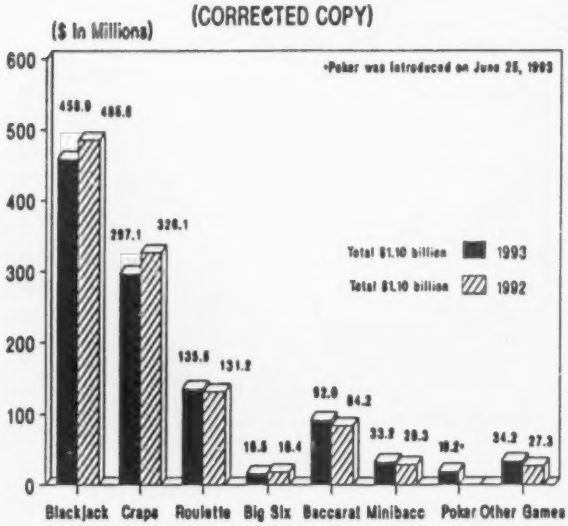
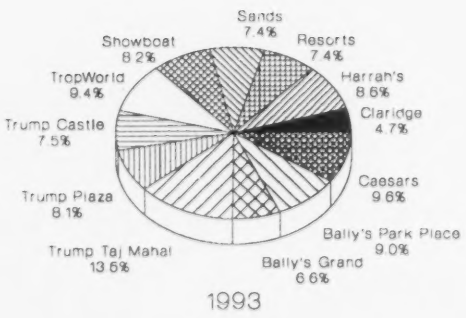


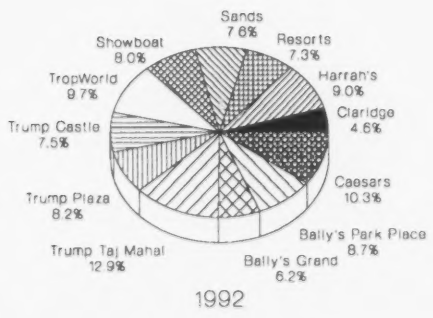
Table Game Win Analysis
1993 and 1992

(CORRECTED COPY)



Market Share of Casino Win





ENTERPRISE LICENSE BUREAU STATISTICS
CASINO SERVICE INDUSTRIES

	1-1-93 to 12-31-93		Inception to 12-31-93
Enterprises permitted to conduct business with casino licensees	3,392		39,666
Enterprises prohibited from conducting business with casino licensees	96		1,363
Contracts reviewed	165		27,695
Initial Gaming Related:			
Applicants	16		177
Licenses Issued	5		88
Licenses Denied	0		7
Withdrawals Granted	1		39
Licenses Active		17	
*Renewal Gaming Related:			
Applicants	17		120*
Licenses Issued	21		49*
Licenses Denied	1		1*
Withdrawals Granted	0		0*
Licenses Active		21	
Initial Non-Gaming Related:			
Applicants	181		3,802
Licenses Issued	167		2,657
Licenses Denied	8		160
Withdrawals Granted	12		683
Licenses Active		715	
*Renewal Non-Gaming Related:			
Applicants	207		1108*
Licenses Issued	304		1,069*
Licenses Denied	1		4*
Withdrawals Granted	2		28*
Licenses Active		574	
Exemptions granted by CCC	51		128
JUNKET ENTERPRISES			
Initial Junket Enterprises:			
Applicants	19		285
Licenses Issued	6		193
Licenses Denied	0		18
Withdrawals Granted	0		39
Licenses Active		17	
*Renewal Junket Enterprises:			
Applicants	30		90*
Licenses Issued	15		61*
Licenses Denied	0		0*
Withdrawals Granted	1		1*
Licenses Active		37	
GAMING SCHOOLS			
Applications Filed	0		17
Licenses Issued	0		10
Schools Currently Operating	4		
LABOR ORGANIZATIONS			
Registered	2		23

* Cumulative figures account for the time period 1-1-88 to 12-31-93.

Employee License Bureau

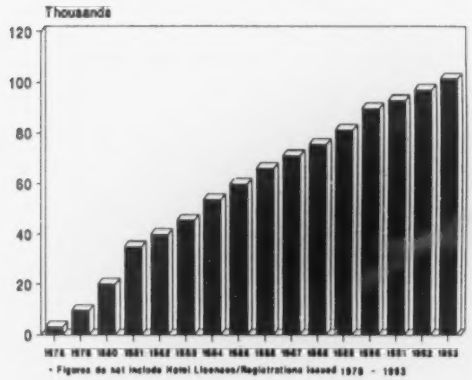
Applications Accepted and Licenses/Registrations Issued

	01/01/93 to 12/31/93	Inception to 12/31/93
Casino Key Employees:		
Applications filed	314	5,860
Licenses issued	196	5,164
Casino Employees:		
Applications filed	4,307	97,326
Licenses Issued	4,291	94,997
Junket Employees:		
Applications filed	5	601
Licenses Issued	1	304
Casino Hotel Employees:		
License & registration applications filed	5,524	127,020
Licenses & registrations issued	5,524	126,914
Total Employees:		
Applications filed	10,150	231,924 (1)
Plenary licenses & hotel registrations issued	10,012	228,333 (2)
Temporary licenses issued	423	14,571
Position additions processed	6,133	63,372
Employee license renewals processed	13,980	138,942

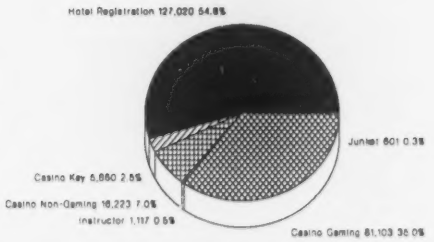
(1) Applications filed from inception to 12/31/93 includes 1,117 gaming school employee applications filed.

(2) Plenary licenses & hotel registrations issued from inception to 12/31/93 includes 954 gaming school employee licenses issued.

Employee Initial Licenses *
Issued 1978 through 1993

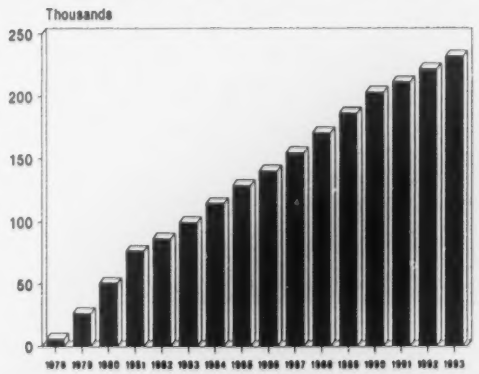


Employee License/Registration
Applications Accepted 1978 - 1993



TOTAL APPLICATIONS = 231,924

Employee License/Registration
Applications Accepted 1978 through 1993



AUDITOR REPORT

1993 LEGISLATIVE SERVICES COMMISSION

SENATOR
DONALD T. DIFRANCESCO
Chairman

ASSEMBLYMAN
GARABED "CHUCK" HAYTAIAN
Vice-Chairman

SENATE

JOHN O. BENNETT
GERALD CARDINALE
RICHARD J. CODEY
MATTHEW FELDMAN
WYNONA M. LIPMAN
ROBERT E. LITTELL
JOHN A. LYNCH

GENERAL ASSEMBLY

BYRON M. BAER
WILLIE B. BROWN
WAYNE R. BRYANT, ESQ.
JOSEPH V. DORIA, JR.
CLARE M. FARRAGHER
NICHOLAS R. FELICE
JOHN S. PENN

New Jersey State Legislature
OFFICE OF LEGISLATIVE SERVICES
OFFICE OF THE STATE AUDITOR
125 SOUTH WARREN STREET
CN-067
TRENTON, NEW JERSEY 08625-0067

ALBERT PORRONI
Executive Director
(609) 292-4625

RICHARD L.FAIR
State Auditor
(609) 292-3700
FAX (609) 633-0834

The Honorable Christine Todd Whitman
Governor of New Jersey

The Honorable Donald T. DiFrancesco
President of the Senate

The Honorable Garabed "Chuck" Haytaian
Speaker of the General Assembly

Mr. Albert Porroni
Executive Director
Office of Legislative Services

INDEPENDENT AUDITOR'S REPORT

We have audited the balance sheet of the Casino Control Fund of the State of New Jersey as of June 30, 1993 and 1992, and the related statement of revenues, expenditures, and changes in fund balances, and the statement of revenues, expenditures, and changes in fund balances, budget and actual-budgetary basis for the years then ended. These financial statements are the responsibility of the State of New Jersey management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Casino Control Fund as of June 30, 1993 and 1992, and the results of its operations for the years then ended in conformity with generally accepted accounting principles.

Our audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. TheExpenditure Detail schedule is presented for the purposes of additional analysis and is not a required part of the basic financial statements.This information has been subjected to the same auditing procedures applied in the examination of the basic financial statements, and, in our opinion, is fairly stated in all material respects in relation to the financial statements taken as a whole.

Respectfully submitted,

Richard L. Fair
State Auditor
January 20, 1994

State of New Jersey
Casino Control Fund
Balance Sheet
June 30, 1993 and 1992

Exhibit I
(in $000)

	1993	1992
ASSETS		
Accounts Receivable	$7,707.00	$10,543.1
Less: Allowance for Doubtful Accounts	172.6	511.2
Net Accounts Receivable	7,534.4	10.031.9
Due from General Fund	8,840.5	8,122.4
Total Assets	$16,374.9	$18,154.3
LIABILITIES AND FUND BALANCES		
Liabilities		
Accounts Payable	$9,587.7	$8,699.4
Deferred Revenue	$5,536.2	9,350.5
Total Liabilities	15,123.9	18,049.9
Fund Balances		
Reserved for Encumbrances:		
Current Year	579.6	842.9
Prior Year	2.9	62.1
Unreserved:		
Designated for Continuing Appropiations	70.2	-
Undesignated	598.3	(800.6)
Total Fund Balances	1,251.0	104.4
TOTAL LIABILITIES AND FUND BALANCES	$16,374.9	$18,154.3

SEE NOTES TO FINANCIAL STATEMENTS

State of New Jersey
Casino Control Fund
Statement of Revenues, Expenditures, and Changes in Fund Balances
for the Fiscal Years Ended
June 30, 1993 and 1992

Exhibit II
(in $000)

	1993	1992
Revenues		
Casinos		
Licenses - Casino	$37,070.4	$29,896.8
- Slot Machines	11,568.8	10,905.6
- Alcoholic Beverage	58.5	83.4
Assessments	-	11,659.2
	48,697.7	52,545.0
Credits - Prior Year Fund Balance	(104.4)	(4.8)
Total from Casinos	48,593.3	52,540.2
Other Sources		
Licenses - Casino Employees	5,694.0	3,673.3
- Casino Service Industry	877.7	699.0
Slot Prototype	258.9	215.5
Other Revenues	119.2	74.7
Total from Other Sources	6,949.8	4,662.5
Total Revenues	55,543.1	57,202.7
Other Financing Sources		
Transfers from General Fund	84.2	-
Total Revenue and Other Financing Uses	55,627.3	57,202.7
Expenditures		
Public Safety and Criminal Justice (Division of Gaming Enforcement)	31,525.6	33,877.8
Government Direction, Management and Control (Casino Control Commission)	22,955.1	23,104.6
Total Expenditures	54,480.7	56,982.4
Other Financing Uses		
Transfers to General Fund	-	120.7
Total Expenditures and Other Financing Uses	54,480.7	57,103.1
Net Increase in Fund Balances For the Year	1,146.6	99.6
Fund Balance - Beginning	104.4	4.8
Fund Balances - Ending	1,251.0	104.4

SEE NOTES TO FINANCIAL STATEMENTS

State of New Jersey
Casino Control Fund
Statement of Revenues, Expenditures, and Changes in Fund Balances
Budget and Actual-(Budgetary Basis)
for the Fiscal Year Ended June 30, 1993

Exhibit III-A
(in $000)

	Budget	Actual	Variance-Favorable (Unfavorable)
Revenues			
Casinos			
Licenses - Casino	$35,689.7	$37,070.4	$1,380.7
- Slot Machines	10,834.5	11,568.8	734.3
- Alcoholic Beverage	167.0	58.5	(108.5)
Assessments	4,852.8	-	(4,852.8)
	51,544.0	48,697.7	(2,846.3
Credits - Prior Year Fund Balance	-	(104.4)	(104.4)
Total from Casinos	51,544.0	48,593.3	(2,950.7)
Other Sources			
Licenses - Casino Employees	4,610.6	5,694.0	1,083.4
- Casino Service Industry	927.0	877.7	(49.3)
Slot Prototype	234.0	258.9	24.9
Other Revenue	55.4	119.2	63.8
Total from Other Sources	5,827.0	6,949.8	1,122.8
Total Revenues	57,371.0	55,543.1	(1,827.9)
Expenditures			
Public Safety and Criminal Justice (Division of Gaming Enforcement)	34,296.0	31,563.1	2,732.9
Government Direction, Management and Control (Casino Control Commission)	23,075.0	23,002.3	72.7
Total Expenditures	57,371.0	54,565.4	2,805.6
Net Increase In Fund Balances For the Year	$ 0.0	$ 977.7	$ 977.7

SEE NOTES TO FINANCIAL STATEMENTS

State of New Jersey
Casino Control Fund
Statement of Revenues, Expenditures, and Changes in Fund Balances
Budget and Actual-(Budgetary Basis)
for the Fiscal Year Ended June 30, 1992

Exhibit III-B
(in $000)

	Budget	Actual	Variance-Favorable (Unfavorable)
Revenues			
Casinos			
Licenses - Casino	$31,753.6	$29,896.8	$ (1,856.8)
- Slot Machines	10,801.5	10,905.6	104.1
- Alcoholic Beverage	131.4	83.4	(48.0)
Assessments	10,149.5	11,659.2	1,509.7
	52,836.0	52,545.0	(291.0)
Credits - Prior Year Fund Balance	-	(4.8)	(4.8)
Total from Casinos	52,836.0	52,540.2	(295.8)
Other Sources			
Licenses - Casino Employee	3,511.5	3,673.3	161.8
- Casino Service Industry	673.5	699.0	25.5
Slot Prototype	250.0	215.5	(34.5)
Other Revenue	100.0	74.7	(25.3)
Total from Other Sources	4,535.0	4,662.5	127.5
Total Revenues	57,371.0	57,202.7	(168.3)
Expenditures			
Public Safety and Criminal Justice (Division of Gaming Enforcement)	34,296.0	33,353.4	942.6
Government Direction, Management and Control (Casino Control Commission)	23,075.0	23,075.0	-
Total Expenditures	57,371.0	56,428.4	942.6
Net Increase In Fund Balances For the Year	$ (0.0)	$ 774.3	$ 774.3

( ) Denotes Minus Amount

SEE NOTES TO FINANCIAL STATEMENTS

STATE OF NEW JERSEY
CASINO CONTROL FUND
NOTES TO FINANCIAL STATEMENTS

NOTE 1 - **Significant Accounting Policies**

A. Basis of Presentation

The accompanying financial statements have been prepared in conformity with generally accepted accounting principles (GAAP) as prescribed by the Governmental Accounting Standards Board (GASB).

B. **Fund Accounting**

The state uses fund, account groups and component units to report on its financial position and the results of its operation. Fund accounting is designed to demonstrate legal compliance and to aid financial management by segregating transactions related to certain functions or activities. A fund is a separate accounting entity with a self-balancing set of accounts which represents the fund's assets, liabilities, equity, revenues and expenditures or expenses. Funds are classified into three categories: governmental, proprietary and fiduciary. Each category is then divided into separate "Fund Types."

Governmental Fund Type -Special Revenue Fund

The Casino Control Fund is a governmental fund type - special revenue fund. Special Revenue Funds are used to account for the proceeds of specific revenue sources (other than special assessments, expendable trusts, or for major capital projects) that are legally restricted to expenditure for specified purposes.

The Casino Control Fund (N.J.S.A. 52:12-143) accounts for fees from the issuance and renewal of casino licenses and other license fees. Appropriations are made to fund the operations of the Casino Control Commission and the Division of Gaming Enforcement.

C. **Basis of Accounting**

The Casino Control Fund is accounted for using the modified accrual basis of accounting. Under this basis of accounting, revenues are recognized in the accounting period in which they become susceptible to accrual; that is, when they become both measurable and available to finance expenditures of the fiscal period. Available means collectible within the current period or soon enough thereafter to be used to pay liabilities of the current period. Material revenues susceptible to accrual would include casino license fees.

Expenditures are recorded on the accrual basis when the related liability is incurred. Disbursements for prepaid expenses, inventory items, and fixed assets are recorded as expenditures when incurred.

D. **Budgetary Process**

An annual budget is adopted for the Casino Control Fund. The Legislature enacts the budget through passage of specific appropiation, the sum of which may not exceed extimated revenues. The annual appropriation act for fiscal years 1993 and 1992 authorized $57,371,000.

Budgetary control is maintained at the program unit level.

The accompanying statements of Revenues, Expenditures, and Changes in Fund Balances Budget and Actual-Budgetary Basis present comparisons of the llegally adopted budget with actual data on a budgetary basis.

The State's budgetary basis of accounting differs from that utilized to present financial statements in conformity with generally accepted accounting principles (GAAP). The main differences between the budgetary basis and the GAAP basis are that under the budgetary basis encumbrances are recognized as expenditures, and the budgetary basis reflects transactions only for the current fiscal year.

There were no expenditures in excess of appropriations in the Casino Control Fund. The following presents a reconciliation of the budgetary basis to the GAAP basis of reporting:

Actual on Budgetary to GAAP Basis
June 30, 1993
(In Thousands)

	1993	1992
Budgeted Funds:		
Budgetary basis - net increas (decrease) in fund balances for the fiscal year	$ 977.7	$ 774.3
Adjustments:		
Various other financing sources	84..2	--
Various other financing uses	(494.9)	(1,517.6)
Encumbrances	579.6	842.9
	1,146.6	99.6
Net Adjustments		
Non-Budgeted Funds:		
GAAP basis - net increase (decrease) in fund balances for the fiscal year	--	--
Total All Funds:		
GAAP basis - net increase (decrease) in fund balances for the fiscal year	$1,146.6	$ 99.6

E. Fixed Assets

Fixed assets acquired with fund resources are recorded as expenditures of the fund at the time of acquisition. Assets greater than $20,000.00 are also recorded in the State's General Fixed Asset Account Group.

F. **Fund Balances**

The fund balances of the Casino Control Fund consist of:

1) Reserved for encumbrances-Used to segregate a portion of fund balance to provide for expenditure upon vendor performance of purchase agreements.
2) Unreserved-Undesignated for continuing appropriations-Used to represent that portion of fund balance resources available for appropriation.
3) Unreserved-Undesignated - Used to represent that portion of fund balance resources available for appropriation.

G. **Other**

Other significant accounting policies are described in Notes 2 to 8.

NOTE 2 - **Accounts Receivable**

Represent amounts due from casinos and related industries. Net receivables are substantially collected within three months.

Allowance for doubtful accounts represents one hundred percent of non-current receivables.

NOTE 3 - **Due From General Fund**

Cash transactions of the Casino Control Fund are made by and through the General Fund cash accounts. The balance of cash for this fund held in the General Fund, after receipt and disbursement transactions, is accounted for and reflected in the Due From General Fund accounts on the Balance Sheet.

NOTE 4 - **Deferred Revenue**

Deferred Revenue represents fiscal year 1994 and fiscal year 1993 slot machine license billings collected and recorded in June 1993 and 1992, respectively.

NOTE 5 - **Fund Balance**

The positive fund balance as of June 30, 1993 resulted from revenues exceeding expenditures. Pursuant to N.J.A.C. 19:41-9.1(e) the balance at June 30, 1993 will be credited to casino licenses during fiscal year1994 in proportion to the relative amount of total fees incurred or paid by each casino licensee with respect to the fiscal year ended in June 30, 1993. The positive fund balance as of June 30, 1992 resulted from excess assessments made to casino licensees during fiscal year 1992. The balance at June 30, 1992 was credited to casino licensees during fiscal year 1993 in the same proportion as the aforementioned assessments, pursuant to N.J.A.C. 19:41-9.19(c).

NOTE 6 - **Employee Benefit Costs**

Fringe benefit costs which include pension, health benefits, payroll taxes, and amounts for unused sick leave are originally paid by the General Fund and are charged to the Casino Control fund using a composite fringe benefit rate. Cash payments for accumulated sick leave balances are made to retiring employees upon regular retirement. The payment is based on fifty percent of the employee's sick leave accumulation, at the pay rate in effect at the time of retirement up to a maximum of $15,000. Employees separating from state service prior to retirement are not entitled to payments for accumulated sick leave balances.

Employees annually earn 12 to 25 vacation days based on years of service and are permitted to carry over those days earned within a one year period. The liability for accumulated vacation pay as of June 30, 1993 of approximately $1.1 million is reflected in the State's General Long-Term Account Group and is not accrued in these financial statements.

NOTE 7 - **Interest**

The General Fund charges interest to the Casino Control Fund when disbursements exceed receipts collected and credits interest to the Casino Control Fund when receipts collected exceed disbursements made. The interest rate used during fiscal year 1993 and fiscal year 1992 was equal to the effective rate of return on investments in the General Fund and varied from 3.24% to 4.33%, in fiscal year 1993 and from 4.36% to 6.10% in fiscal year1992. The net effect of these transactions is reflected in the Transfers To/From General Fund account on the Statement of Revenues, Expenditures, and Changes in Fund Balances.

NOTE 8 - **Contingent Liability**

The Casino Control Fund is involved in a number of legal actions wherein there is potential for unanticipated expenditure. The exact amount involved in these legal proceedings is not fully determinable. N.J.A.C. 19:41-9.1 allows the Casino Control Fund to apportion any uncollected cost among the licensed casino facilities.

State of New Jersey
Casino Control Fund
Expenditure Detail
for the Fiscal Years Ended
June 30, 1993 and 1992

Schedule I
(in $000)

	1993		1992	
	Public Safety and Criminal Justice	Government Direction Management and Control	Public Safety and Criminal Justice	Government Direction Management and Control
Expenditures:				
Salaries	$19,600.1	$14,815.3	$20,194.2	$14,968.5
Payroll Taxes and Employee Benefits	5,043.4	4,284.2	5,868.0	4,231.2
Printing and Office Supplies	190.9	347.8	226.0	256.7
Vehicular Supplies	196.7	-	189.4	-
Travel	17.9	16.3	26.3	20.3
Telephone	370.3	187.0	453.7	186.3
Data Processing	906.6	1,186.9	844.1	1,080.2
Professional Services	237.6	89.0	262.5	460.9
Other Services Other than Personal	390.1	91.2	376.8	154.8
Rent-Facilities	2,006.7	1.457.7	2,161.0	1,188.9
Rent-Automobiles and Other	284.1	112.1	279.9	88.3
Indirect Costs	1,503.0	244.6	1,796.7	366.2
Office Equipment	92.8	16.6	631.2	37.3
Vehicular Equipment	227.0	-	226.0	-
Other Equipment	458.4	106.4	342.0	65.0
Total Expenditures	$31,525.6	$22,955.1	$33,877.8	$23,104.6

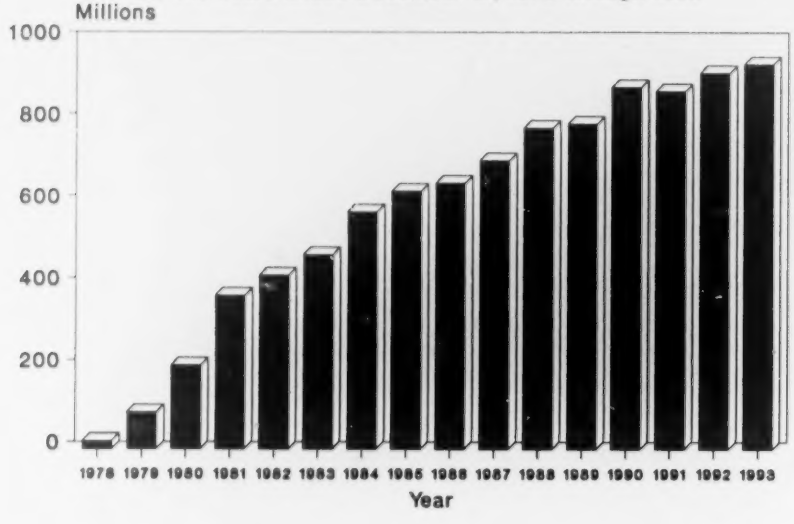
CASINO SERVICE INDUSTRY TOTAL VOLUME OF BUSINESS -- FISCAL YEAR 1993

(REPORTING PERIOD JULY 1992 THROUGH JUNE 1993)

	Total Companies	Percent of Total Companies	Dollar Volume of Business	Percent of Total Business
All enterprises on Master Vendor List	10,565	100.00%	$2,027,689,318	100.00%
New Jersey Enterprises	4,093	38.74%	$1,420,030,970	70.03%
Pennsylvania Enterprises	1,469	13.90%	$120,402,122	5.94%
New York Enterprises	1,500	14.20%	$70,052,270	3.45%
Delaware Enterprises	52	0.49%	$1,636,816	0.08%
All Other States	3,184	30.14%	$405,108,302	19.98%
Foreign Enterprises	267	2.53%	$10,458,838	0.52%

The New Jersey Casino Industry
Salaries and Wages

for the Years Ended December 31, 1978 through 1993



TOTAL VOLUME OF BUSINESS -- NEW JERSEY COMPANIES

(REPORTING PERIOD JULY 1992 THROUGH JUNE 1993)

	Total Companies	Percent of Total Companies	Dollar Volume of Business
New Jersey Enterprises	4,093	100.00%	$1,420,030,970
Atlantic	1,717	41.95%	$917,876,514
Bergen	206	5.03%	$30,130,957
Burlington	256	6.25%	$172,301,319
Camden	417	10.19%	$52,985,008
Cape May	154	3.76%	$8,771,155
Cumberland	101	2.47%	$6,932,343
Essex	165	4.03%	$128,812,551
Gloucester	124	3.03%	$5,613,374
Hudson	98	2.39%	$7,470,973
Hunterdon	10	0.24%	$269,408
Mercer	105	2.57%	$11,610,385
Middlesex	136	3.32%	$17,637,836
Monmouth	120	2.93%	$9,990,911
Morris	89	2.17%	$5,427,984
Ocean	121	2.96%	$6,711,947
Passaic	85	2.08%	$5,546,301
Salem	9	0.22%	$156,966
Somerset	43	1.05%	$14,545,627
Sussex	5	0.12%	$21,065
Union	126	3.08%	$17,121,255
Warren	6	0.15%	$97,091

NEW JERSEY CASINO CONTROL COMMISSION
Tennessee Avenue and the Boardwalk
Atlantic City, New Jersey 08401
TEL. (609) 441-3200